



QUALYS SECURITY CONFERENCE 2019

The Evolution of the Qualys Platform

Unveiling Latest Updates and Next-Gen Initiatives

Sumedh Thakar

President & Chief Product Officer, Qualys, Inc.

The background features a large, faint graphic of concentric circles. In the center of these circles is a stylized, 3D arrow pointing upwards. The overall aesthetic is clean and modern, with a light gray and white color palette.

T T R

Time To Remediate



True Measure of Effectiveness of Security Program

Digital Transformation is accelerating

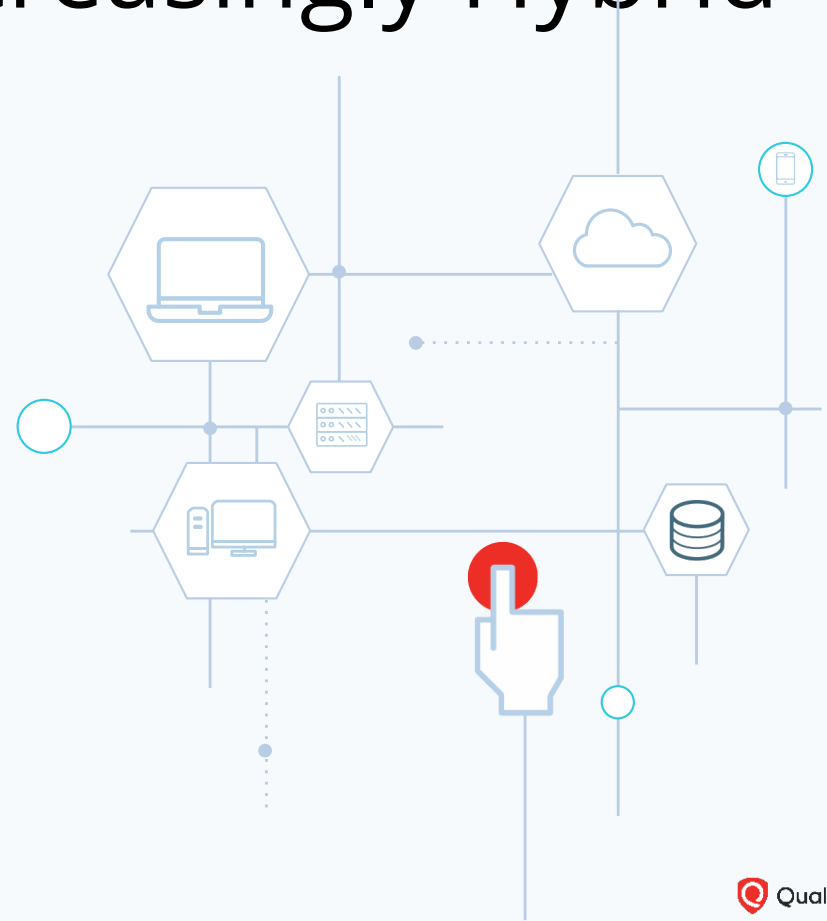


Rapid Adoption of New Processes and Technologies



Infrastructure is Increasingly Hybrid

Cloud, bare-metal,
Containers, Endpoints,
Mobility, OT, IoT, APIs,
etc.

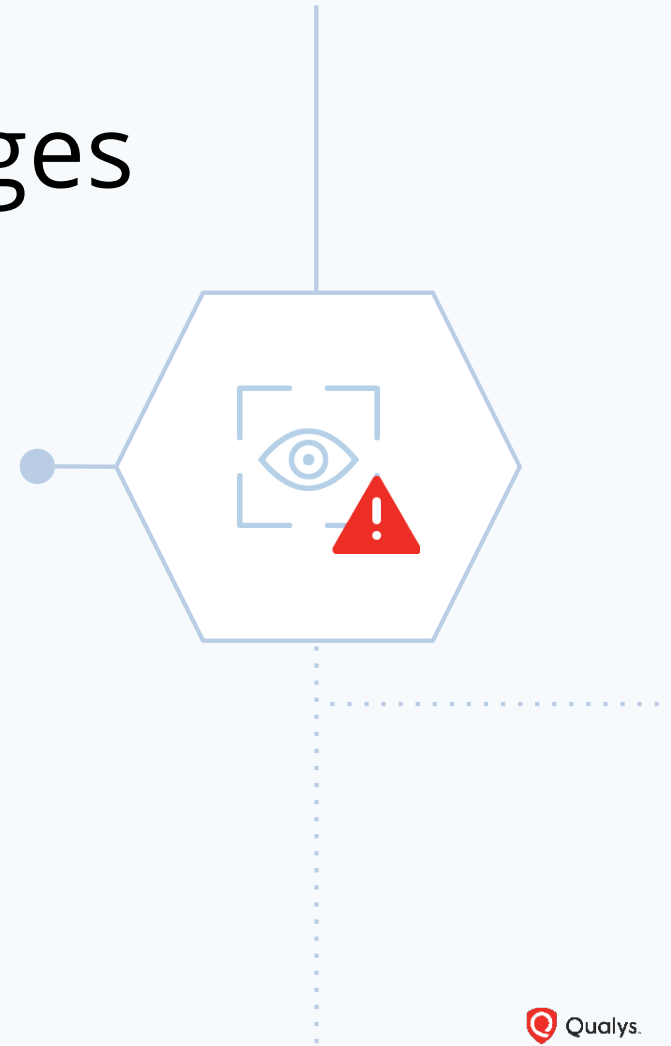


Security Challenges

Increasing surface area

Decreasing visibility

Increasing TTR



Silos!

People

Process

Tools

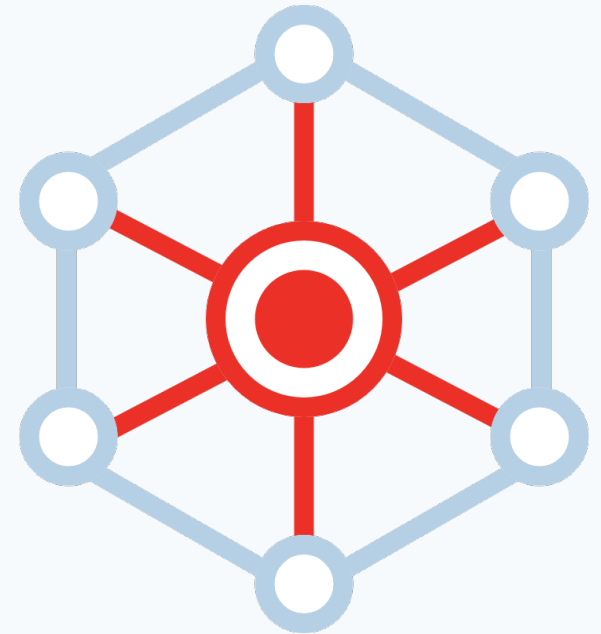
Reduce TTR

Real-time context with continuous data collection

Powerful analytics platform to correlate multiple datapoints and detect issues

Real-time response capabilities

Powerful decision engine to transparently orchestrate the response



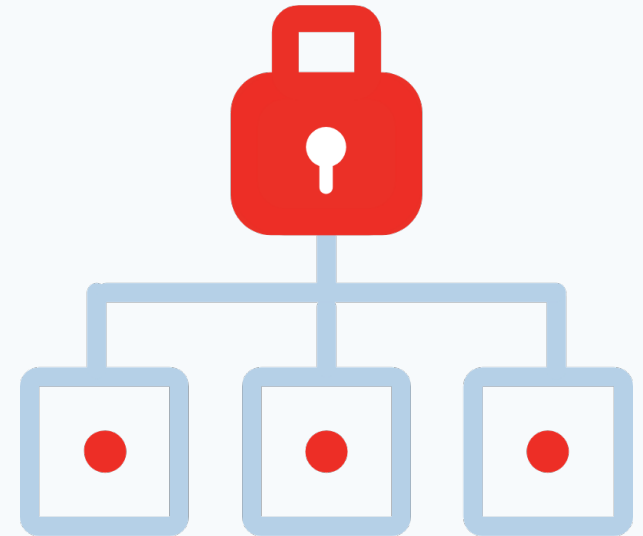
Home Security Solutions

Nest Home Security Sensors
Nest Aware Subscription



Enterprise Security Tools Today

Point solutions
Multiple agents
Multiple consoles

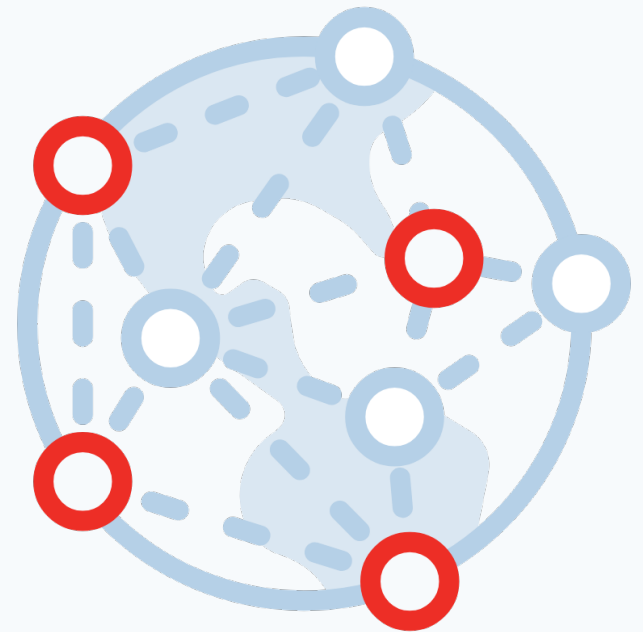


Integrations?

Integrate point solutions

But then too many point to point integrations

Doesn't provide full context



The Rise of the SIEM

Tie together point solutions
But still point solutions!
+ UEBA + ML/AI

Detection? Sort of with low confidence

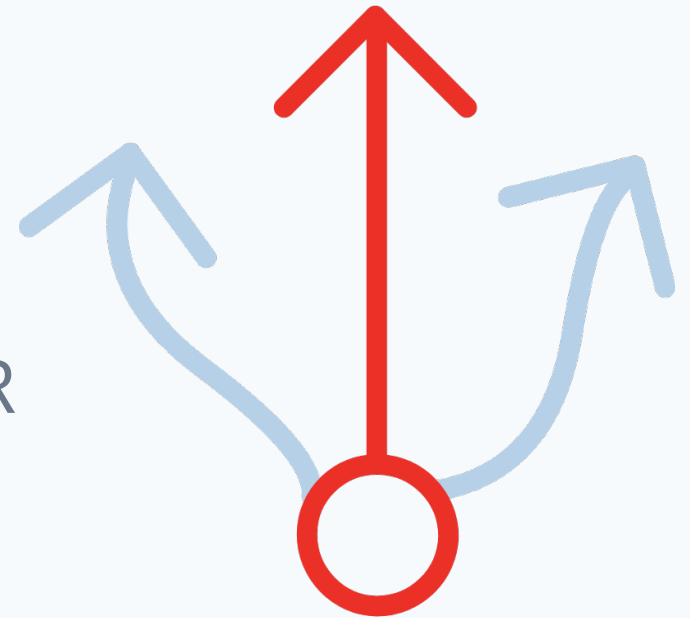


What About Response?

Additional point solutions to respond to

Well now we need new app - SOAR

Ties point solutions together – again!



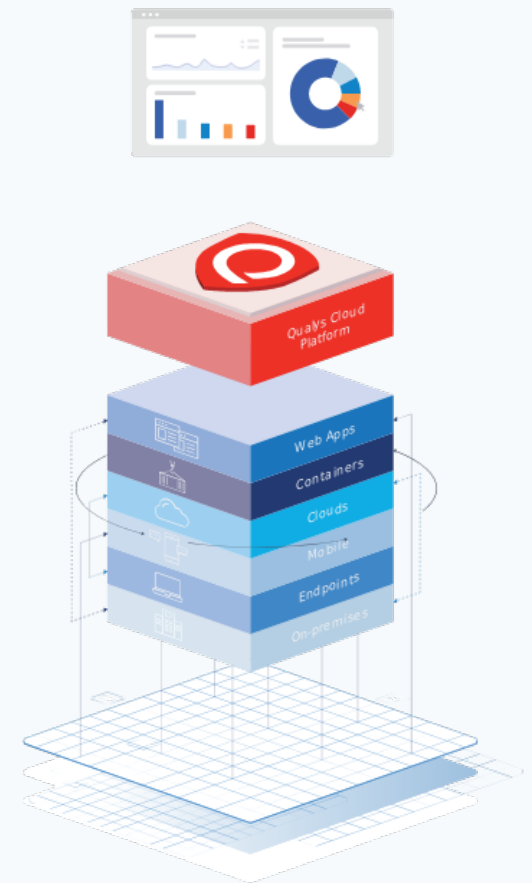
Evolution of the Qualys Cloud Platform



Remember those 19+ Apps?

Evolution of the Qualys Cloud Platform

Unifying IT, Security & Compliance
Consolidating the Stack: reducing
point solutions, their agents and
consoles



Reduce TTR

0

Best TTR ever?

Cloud & Container Leading the Way

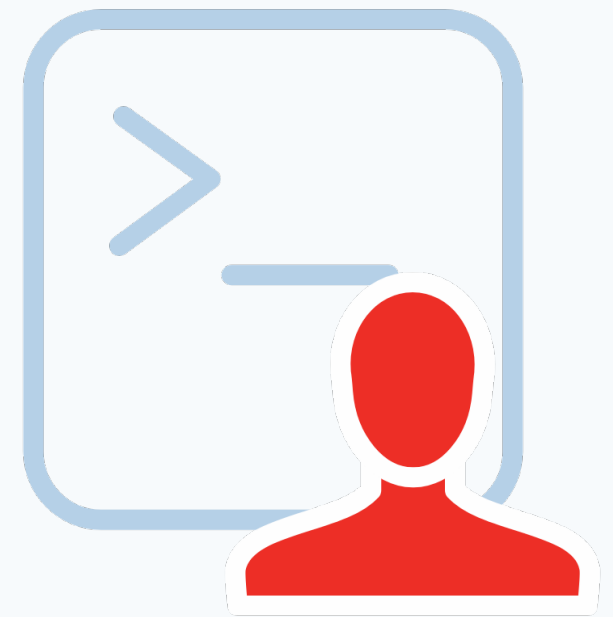
DevOps in CI/CD

Azure built-in security



Evolution of the Qualys Cloud Platform

Cloud-based platform build into
your DevOps



Qualys Next-Gen Initiatives



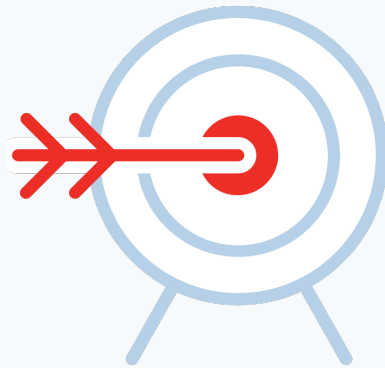
Next-Gen Initiatives 2020

Now introducing Qualys
Respond

Adding Security Analytics &
Orchestration



Comprehensive Response Capabilities



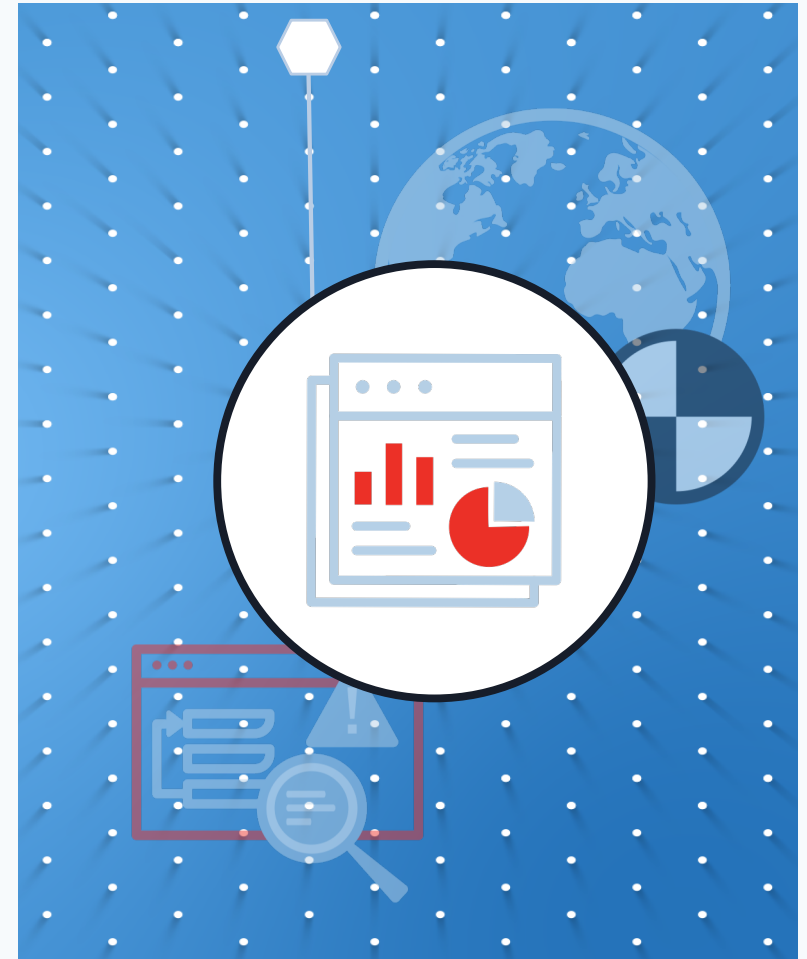
Covering servers, endpoints, mobile, network,
web applications, cloud & containers

Security Analytics, Correlation & Data Lake

Qualys built-in!

Plug-n-play analytics

Powerful cloud-based
correlation and analytics of
known & unknown threats

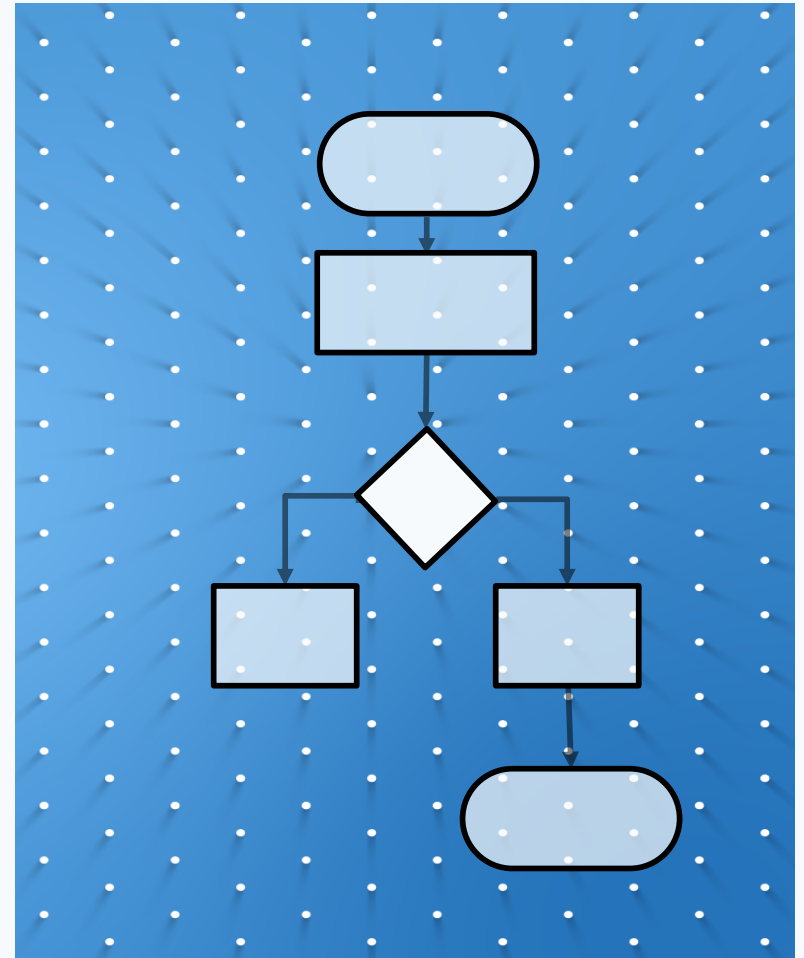


SOAR

Qualys built-in!

Granular flexible playbooks

Quickly respond with complex actions



Advanced Correlation & Analytics

ML/AI Service

Patterns | Outlier | Predictive SoC

Orchestration & Automation

Integration | Playbooks | Response

UEBA

User & Entity Behavior Analytics

Threat Hunting

Search | Exploration | Behavior Graph

Security Analytics

Anomaly | Visualization | Dashboard

Advanced Correlation

Actionable Insights | Out-of-box Rules

Qualys Security Data Lake Platform

Data Ingestion | Normalization | Enrichment | Governance



Network



Security



Server



End Point

CA

VM

AI

PC

IOC

WAS

WAF

Qualys Apps



Apps



Cloud



Users



IoT

Qualys Quick Connectors

Evolving Qualys Cloud Platform to the Next Level



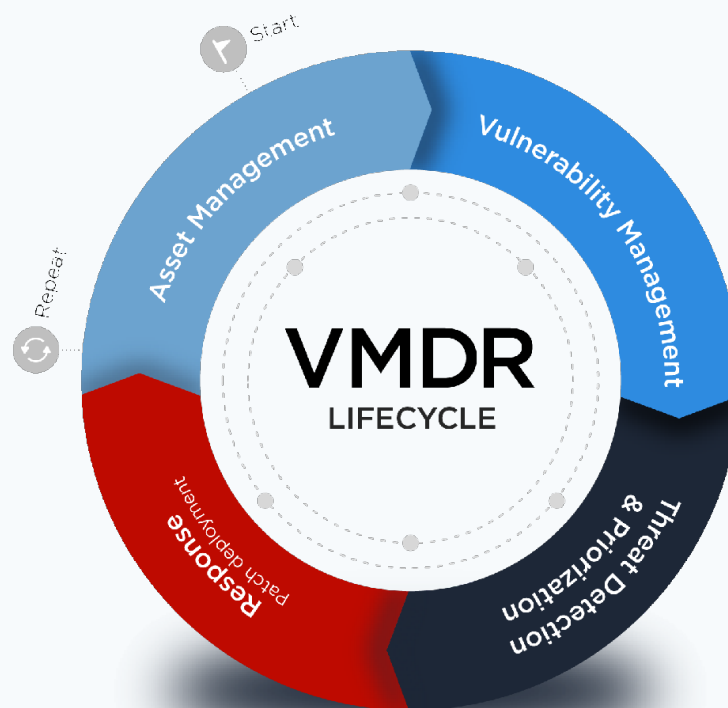
Single platform for detection & response with
built-in orchestration

Introducing  Qualys.

VMDR[®]

Vulnerability Management, Detection & Response

One solution to discover, assess, prioritize and patch critical vulnerabilities



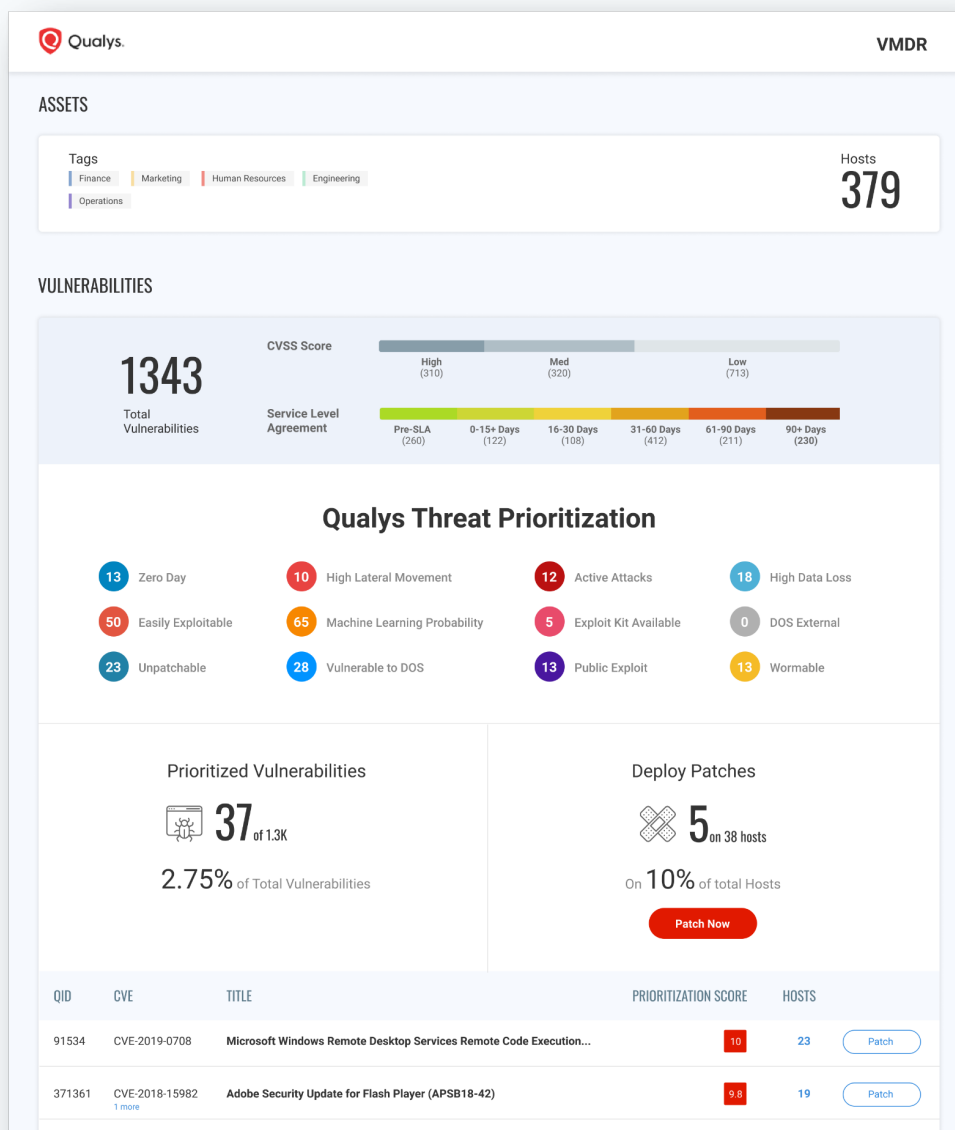
VMDR with Built-in Orchestration

New prioritization engine

Combining real-time threat intelligence, asset context and machine learning

Accurately pinpoint patches for most lethal vulnerabilities instantly

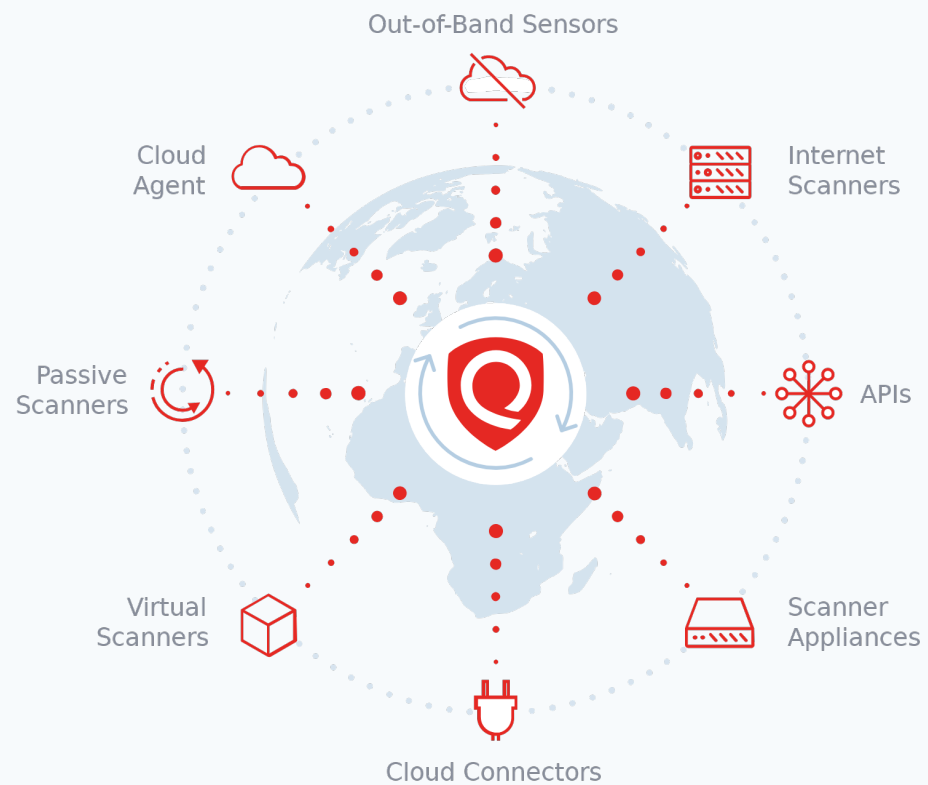
End-to-end workflows & real-time, interactive dashboards



Qualys VMDR

Fastest platform to go from discovering new assets to patching it's most critical vulnerabilities with contextual prioritization
PERIOD!

Cloud Platform Architecture



Qualys Sensor Platform

Scalable, self-updating & centrally managed



Physical

Legacy data centers
Corporate infrastructure
Continuous security and compliance scanning



Virtual

Private cloud infrastructure
Virtualized Infrastructure
Continuous security and compliance scanning



Cloud/Container

Commercial IaaS & PaaS clouds
Pre-certified in market place
Fully automated with API orchestration
Continuous security and compliance scanning



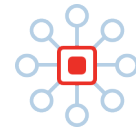
Cloud Agents

Light weight, multi-platform
On premise, elastic cloud & endpoints
Real-time data collection
Continuous evaluation on platform for security and compliance



Passive

Passively sniff on network
Real-time device discovery & identification
Identification of APT network traffic
Extract malware files from network for analysis



API

Integration with Threat Intel feeds
CMDB Integration
Log connectors

Qualys Cloud Platform

18+ products providing comprehensive suite of security solutions

12,200+ customers

8 shared cloud platforms across North America, Europe & Asia

85+ private clouds platforms deployed globally... on-prem, AWS, Azure, GCP

19+ PB storage and 27000 cores



Qualys Cloud Platform

3+ billion IP scans/Audits per year

50,000+ Scanner Appliances

28 million Cloud Agents

2+ trillion security events annually

5+ billion messages daily across Kafka clusters

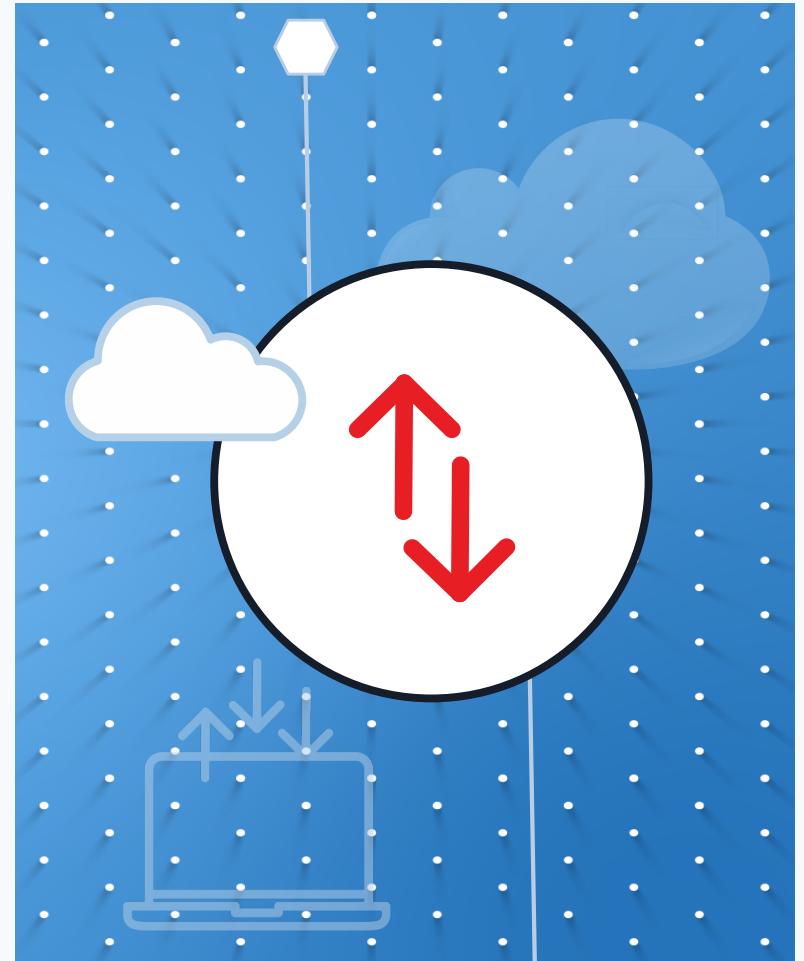
3.2+ trillion data points indexed in our Elasticsearch clusters



Continued Platform Expansion

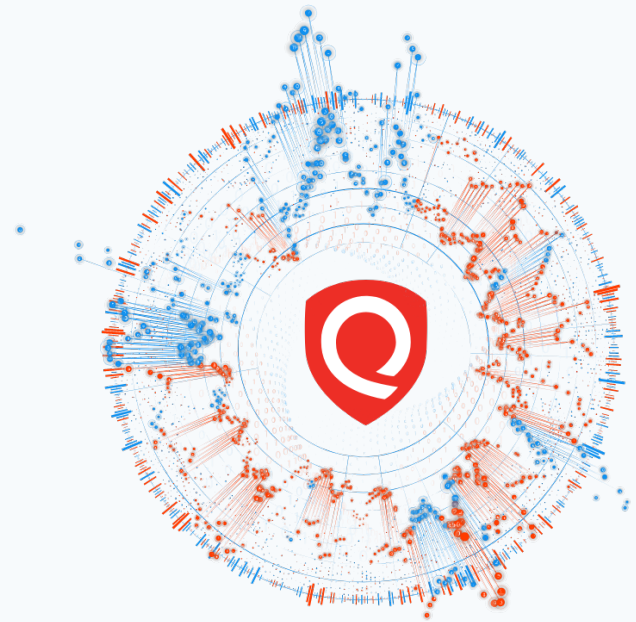
ICS OT environments

SaaS security & compliance



More DRs Coming Soon

Endpoint Detection & Response
Cloud Detection & Response
Container Detection & Response
Mobile Device Detection & Response
SaaS Security Detection & Response



A blue rectangular area with a grid of white dots. The dots are arranged in a grid that is 10 columns wide and 20 rows high. The grid is centered within the blue area. Three red dots are placed on the grid: one at the top-left corner, one at the bottom-right corner, and one at the center of the grid.

DEMO!



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Sumedh Thakar
sthakar@qualys.com